From:	Pavel Gurvich <pavel@guardicore.com>
To:	Ofir Shalvi <oshalvi@yahoo.com>
CC:	Dror Salee <dror@guardicore.com> Ariel Zeitlin <ariel@guardicore.com> Ariel Maislos <ariel@maislos.com> ehud barak <ehbarak1@gmail.com> gary@fegel.com Ehud Weinstein <udi@ehudweinstein.com>
Date:	Tue, 10/22/2013 8:14:46 PM
Subject:	Re: SDN World Congress - Frankfurt Oct. 15-18 2013

It definitely looks very promising.
We are brainstorming it now

On Tue, Oct 22, 2013 at 5:16 PM, Ofir Shalvi <oshalvi@yahoo.com> wrote:

> Looks like a great start! Sounds like the leadership position in SDN security was waiting for us. Should we modify our products roadmap to address the "missing security layers in the sdn infrastructure" that you mentioned?
>
> Ofir
>
> נשלח מה-iPhone שלי
>
> כתב/ה ב-22 באוק 2013, בשעה 15:38, Ehud Weinstein <udi@ehudweinstein.com>:
>
> > Sounds exciting. Needless to say, participating and contributing to the standard committee can be very important. Good start!!!
> >
> > Udi.
> >
> > ---
> >
> > **From:** Dror Salee [mailto:dror@guardicore.com]
> > **Sent:** Tuesday, October 22, 2013 3:26 PM
> > **To:** Ehud Weinstein; 'Ofir Shalvi'; 'Ariel Maislos'; 'ehud barak'; gary@fegel.com
> > **Cc:** pavel@guardicore.com; 'Ariel Zeitlin'
> > **Subject:** SDN World Congress - Frankfurt Oct. 15-18 2013
> >
> > We had a very good market interaction in Frankfurt last week.
> >
> > I general, we got very good response – there seems to be a sense of unfulfilled need for security in SDN.
> >
> > 1. People liked our dynamic honeypot idea and the concept of leveraging SDN to develop advanced security.

2. Another strong feedback – There is an unfulfilled need to add missing security layers to the SDN standard & infrastructure.

Background:

· This event is one of the two major SDN events of the year worldwide. It is not a security event, and this helped us stand out in the crowd.

· The event was dominated by Carriers and Vendors focused on SDN and NFV.

· ONF is the organization standardizing SDN.

Highlights:

· We had a good connection with Dan Pitt (Executive Director of ONF), Marc Woolward (ONF Security group & Networking CTO at Goldman Sachs) and Marc Cohn (ONF Market Education).

  - We got an invitation to contribute security elements to the SDN standards. All of the above enthusiastically invited us to contribute security elements to the SDN standards. We need to pay $30K/year ONF membership in order to participate in the standardization

· NTT Communications – Deploying SDN-based private cloud service. We met Yukio Ito, NTT Communications Board member & SVP Service Infrastructure, and got an invitation to visit them in Tokyo.

· Deutsche Telekom and BT – Both showed high interest in security, asked for follow-up.

· HP – building ecosystem around their controller. Like our ideas and will support.

· Open Daylight (Open source Controller) – met the project manager; Likes our ideas and invited us to contribute.